

Making the Connection

Cornerstone: Spouses Workshop
Mary Regner

Our Purpose Today

Learn how to apply special skills to:

- Enhance your public effectiveness
- Initiate the connections
- Make the best use of your time with people and at events

while performing in your **ROLE** as the Spouse of the Commanding Officer

Engaged leadership skills help to:

Build strategic partnerships

Understand Team Signals

Collaborate

Brainstorm

Build a customer base

Sell our services

Control the feeling of being “overwhelmed”

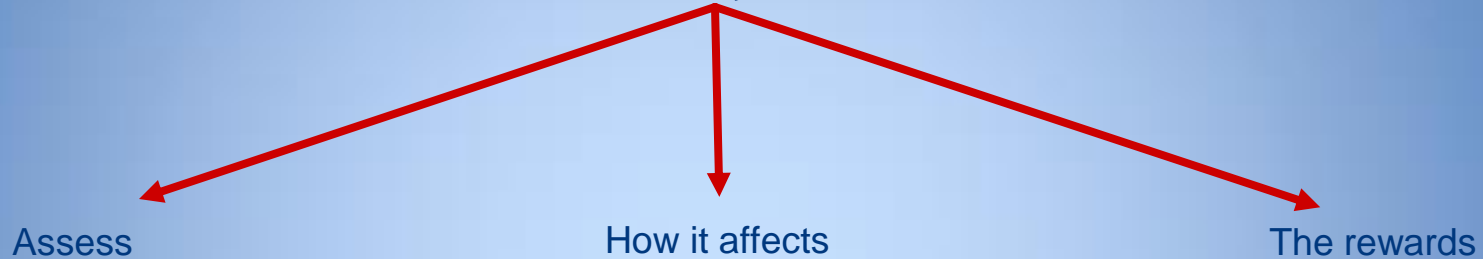
Know how to start and maintain relationships

The CO Spouse's Role

- Connections are Constantly Evolving
- Mingling is Mandatory
- Introductions are Expected
- Conversations can be Critical
- Networking is Necessary

Balancing and Blending

The Values And Rewards Of Command Involvement



- | | | |
|---------------------|--------------|-------------|
| ➤ Commitment | ➤ Self | ➤ Career(s) |
| ➤ Intent-Goals | ➤ Each other | ➤ Corps |
| ➤ Skills | ➤ Family | ➤ Country |
| ➤ Service to others | ➤ Community | ➤ Humanity |

Bring your style to what you do!



The HALO Effect



Non-Verbal Messages



CPR

C: CONFIDENCE-BUILDING insights to learning how to overcome roadblocks ~ Defining and Guiding your purpose

P: PREPARING and PRACTICING for different engagements and events ~ “Make Each Encounter Matter”, “Work a Room” or “Party with a Purpose”

R: REMINDERS for setting the tone and if necessary, changing direction or attitudes, to enhance your effectiveness

How did that feel?

How many met more than three? Can you name them?

Did you write their names down?

Did you find something in common?

Are you glad it is over?

90 % of people self identify as shy

Confidence Building-Roadblocks

Mother's WARNINGS:



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- Don't talk to STRANGERS!
- Speak when spoken to.
- Wait to be introduced.
- Better Safe than Sorry

Your BELIEFS:

- “I am the newcomer, norms have already been established and it will be hard to change things.”
- “I had a bad experience before and do not want to risk the ---pain, headaches, emotional impact.”
- “The last COs spouse was so popular, well liked, effective...I don't know how I can follow that!”
- “I don't have as interesting a life or to say or contribute to those in the room ”

Let your *purpose* define
your role!

“What opportunities for -----
-- might I accomplish by
being connected, involved
and engaged?”

Overall Personal Goals for OUR SPOUSES

- 1) All spouses, all ranks, all communities!**
- 2) Communicate, invite, involve**
- 3) Inform, educate, mentor**
- 4) Avoid 'one point of failure' ~ Empower all!**
- 5) Seek input and feedback
to advocate
for quality of life issues**



- **Be a role model for all and educate newcomers about the Korean's cultural, USFK's safety and Marine Corps' requirements**
- **Promote and encourage social activities, career and community volunteer opportunities that can contribute to a well-rounded and successful tour in Korea**

The Path to Empowerment



← **Alligator** **Delagator** **Abdicator** →

Making the connection is a *contact sport!*

How can you apply CPR to help bring that
‘breath of fresh air personality’
to this experience?

Spouse-to-Spouse Connection



One-to-one Conversations

1. Out-Going CO Spouse
2. Sgt.Major's Spouse
3. Department Heads
(FROs & FRAs~Chaplain~MCCS)
1. Spark Plugs, Influencers, PIC

“Smile and speak to everyone!”



“Knowing what you have learned in the past years of doing this business, what do you want to pass on? What do you wish I knew?”

Types of Events

One on one Meetings	Spouse Advisory and Support Groups/PIC	Group Briefs	Small Group Events
Large Group Events	Ceremonies	Command Team Meetings	Unit Functions
Base Council Meetings	Potlucks	Book Clubs	Concerts
MCCS Activities	Religious Events	Virtual Groups	Birthday Balls, Mess Nights

Working the Room



Event Behavior

Huddle before, not during!
Have a plan
Stay Positive and Focus on
your Purpose
Speak to the host
Meet People, Mingle
Introduce yourself
Smile and Speak to
everyone !
Thank the staff
Take Contact cards
Write thank you notes



The P's to a great Performance!

TEAMWORK



Work smarter, not harder!

The DO Be's

Be approachable and Mingle

Be a listener- "What do I need to hear?"

Be in the moment

Be a helping hand

Be a greeter, be a host

Be an Encourager

Be a Mentor

Be an Advocate

Be a resource and resourceful

Be Patient with yourself

DO please contact me and I will encourage you!

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Think of an imaginary standing ovation that you are receiving in the future and work backwards to see what you need to do to realize it!

